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## **A REVIEW PAPER ON ENTREPRENEURSHIP EDUCATION AND ENTREPRENEURS' SKILLS**

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### **ABSTRACT**

*This paper aims to demonstrate the theoretical relationship between Entrepreneurship Education (EE) and Entrepreneurs' Skills (ES) which include: 1) Technical, 2) Business Management Skills and 3) Personal Entrepreneurial Skills. The theoretical literature review helps to understand the EE and ES. A systematic review method was chosen to explore the entrepreneurship education and entrepreneurs' skills. However, entrepreneur education plays a crucial and important role in providing the necessary skills for an entrepreneur to operate their daily business requirements, and how to face obstacles and challenges that will face them during their entrepreneurial live. This study should be relevant to Higher Education Institutions considering jurisdictions in Entrepreneurship Education (EE) for encouraging Entrepreneurial Skills (ES).*

**Keywords:** Entrepreneurship Education (EE), Technical Skills, Business Skill and Personal Entrepreneurial Skills.

### **INTRODUCTION**

Entrepreneurship is a multi-aspects concept (Bula, 2012). The term of "Entrepreneurship" exists from 1732 years ago when Richard canilton who was the first economist who defines the term to describe any individual who is willing to carry out forms of arbitrage involving the financial risk of a new venture (Minniti and Levesque, 2008). According to Timmons (1989) "entrepreneurship is about creating and building something useful. It is about the ability of taking risks and facing the fear of failure". Drucker (1986) believes that entrepreneurship is not science or art, it is a practice with knowledge base, and it is not about just making money, it is about being creative and innovation. Furthermore, researchers found that entrepreneurship as such is still a field with no clear borders and that it lacks a clear conceptual framework (Bruyat and Julien, 2001; Busenitz et al., 2003; Ireland and Webb, 2007; Shane and Venkataraman, 2000).

The entrepreneurship concept is a major subject of study both for the local, state, as well as centralized levels. In the last decade, it has become more known that entrepreneurship is a key driver behind economic growth (Acs et al., 2009:2008). For that, the governments around the world created ways to encourage entrepreneurship, including entrepreneurs financing, and suitable governance and legal protections for contracts (Armour and Cumming, 2006). According to Fritsch (2013) start-up business additional accelerate structural change, strengthen innovation, and enable more diversity of products and problem solving. This in turn facilitates

# Entrepreneurship Research Paper

**L. -P. Dana**



## **Entrepreneurship Research Paper:**

**Handbook of Entrepreneurial Dynamics** William B Gartner, Kelly G. Shaver, Nancy M Carter, Paul D Reynolds, 2004-06-21 This important Handbook of Entrepreneurial Dynamics reports on the Panel Study of Entrepreneurial Dynamics PSED the most comprehensive scientifically representative study to date of nascent entrepreneurs The book is unique because the study identified individuals in the process of creating new businesses to understand how at its very source people move from considering the option of starting a new business to its actual founding This has never been done before in the history of entrepreneurship research I cannot recommend this book more strongly to entrepreneurship scholars and those interested in where entrepreneurs come from and how they move from their initial idea to new venture founding Claudia Bird Schoonhoven University of California Irvine This Handbook makes a terrific contribution to understanding entrepreneurship and new business creation Its 38 chapters report major findings from the Panel Study of Entrepreneurial Dynamics PSED an unprecedented research program involving more than a hundred researchers from 10 countries This Handbook is must reading for anyone interested in entrepreneurship research Andrew H Van de Ven Carlson School of Management University of Minnesota Entrepreneurial activity provides profound positive benefits across an important set of measures of social and economic well being much of it concentrated in new economic sectors such as information technology Yet even though entrepreneurship has been shown to provide many benefits it is surprising that there has not been a systematic study of the entrepreneurial process The Handbook of Entrepreneurial Dynamics The Process of Business Creation fills this gap by offering theories ideas and measures that can be used to explore and understand the factors that encompass and influence the creation of new businesses The chapters in the handbook provide the rationale for questionnaires used in the Panel Study of Entrepreneurial Dynamics PSED The PSED is a research program that was initiated to provide systematic reliable and generalizable data on important features of the new business creation process The PSED includes information on the proportion and characteristics of the adult population involved in efforts to start businesses the activities and characteristics that comprise the nature of the business start up process and the proportion and characteristics of those business start up efforts that actually become new businesses The handbook also describes the PSED data collection process provides documentation of the interview schedules codebooks data preparation and weighting scheme as well as offers examples of how analyses of PSED data might be conducted The authors identify specific measures that can be used to operationalize theory as well as provide evidence from the PSED data sets on these measures reliability and validity The Handbook of Entrepreneurial Dynamics is ideal for a sizeable audience including graduate students academics and librarians in schools of business and management who need a comprehensive reference on business creation In addition researchers and policy makers at the federal state and local level will find this an invaluable reference covering all of the factors involved in new venture formation Key Features Considers categories of data not available prior to the PSED

Includes a comprehensive overview of theories about new business formation Provides demographics of nascent entrepreneurs Analyzes the cognitive characteristics of nascent entrepreneurs Explores all of the processes of new business formation

**The Entrepreneurship Research Challenge** Per Davidsson, 2009-01-01 this is a single authored book a series of academic papers some original some fairly recently published neatly set around a unifying theme and tied into a comprehensive argument once you have shared Davidsson's insights stumblings joys and humor over some 240 pages it feels as if he were part of your family The book sets off with a very clear and helpful introduction that lays out the entrepreneurship phenomenon This book is value adding for a fairly wide academic audience essentially all those interested in diverse areas of entrepreneurship and innovation or in questions of methodology research design and interpretation of ultimately any complex fast paced behavioural and social realities It does not give us all the answers thank heavens but it certainly asks some excellent questions the novice scholar will find some welcome foothold and guidance this book is simply fun to read when could you last say that of a research methodology book Jacqueline Fendt International Journal of Entrepreneurial Behaviour and Research Unquestionably Per Davidsson can be considered a leading voice of authority on the study of entrepreneurship as an academic discipline From the initial introduction through to the latter discussions one aspect of this textbook that immediately makes itself apparent to the reader is Davidsson's markedly personal and deeply engaging writing style The Entrepreneurship Research Challenge is notably distinct from many of the generic business research methods texts in that it does not attempt to portray an objective toolbox of methodological choices Instead the style is such that the reader feels that Davidsson truly wishes for his audience to learn from his unique experiences opinions and even mistakes the practical advice provided is both insightful and useful this text is not simply about how to go through the motions of the research process Instead it makes a very well reasoned attempt to form a basis for the discipline as a whole as well as to address methods to overcome unique challenges while promoting research output that is useful For these reasons it should be considered essential reading for any entrepreneurship scholar and in particular for those at the early stages of their research career Russell Matthews International Small Business Journal Entrepreneurship is an emerging dynamic and to a considerable extent unpredictable phenomenon Thus it makes for a challenging research subject In this book one of the most experienced empiricists in the field has collected some of his most important ideas on how improved conceptualization and research design can make this challenge more manageable Per Davidsson addresses questions such as What precisely is entrepreneurship and entrepreneurship research What unique contribution can it make compared with research in other fields Conversely how can scholars with different disciplinary backgrounds best contribute to the study of entrepreneurship What does the emergent and highly diverse nature of entrepreneurship imply for research design And what is required from entrepreneurship researchers and practitioners in order for the research to make strong contributions to business and policy practice This comprehensive in depth account of how the emergence of new entrepreneurial activity can be studied will be

warmly welcomed by researchers and academics in the areas of entrepreneurship innovation and methodology and research design

Handbook of Entrepreneurship Research Zoltán J. Ács, David B. Audretsch, 2003 Introduction to entrepreneurship The entrepreneurial process Opportunity and the nature of exploitation The emergence of new ventures Financing the new venture The social context Entrepreneurship economic growth and policy *Pioneers in Entrepreneurship and Small Business Research* H. Landstrom, 2007-12-31 Around the world there is an increasing interest in issues of small business and entrepreneurship In a time with a lot of myths and opinions of the role of entrepreneurs and small business it is vital for a book like this to encapsulate the knowledge that can be gained from the most significant research contributions in the field Such knowledge is often build upon empirical oriented methods providing policy relevant results for small business owners and entrepreneurs The aim of *Pioneers in Entrepreneurship and Small Business Research* is first to provide a historical doctrinal review of the development of entrepreneurship and small business research and second to present some of the key pioneers that have shaped the research field during the past three decades The book focuses on the first recipients of the FSF NUTEK International Award for Small Business Research including David Birch Arnold Cooper David Storey Ian MacMillan Howard Aldrich Zoltan Acs David Audretsch and Giacomo Becattini

Handbook of Research on Entrepreneurship and Conflict Wim Naudé, Bernadette Power, 2024-07-05 This Handbook focuses on the complex relationship between entrepreneurship and conflict Editors Wim Naud and Bernadette Power construct a broad overview of central research themes in the field covering states being captured by entrepreneurs states capturing businesses entrepreneurship in post conflict reconstruction and entrepreneurs in conflict against other entrepreneurs

**Entrepreneurship Research** Sue Birley, Ian C. MacMillan, 1993 The objective of this book is to continue the process of building a global network of young scholars familiar with and appreciative of other countries approaches to research in the area of entrepreneurship The papers are contributed by researchers from many different countries In the first section of the book the papers are theoretical and very broad in scope and concept They show clearly that there are different ways of viewing the phenomenon of entrepreneurship The second part comprises a set of empirical papers which describe a wide variety of entrepreneurial societies and situations

*Handbook of Qualitative Research Techniques and Analysis in Entrepreneurship* Helle Neergaard, Claire M. Leitch, 2015-10-30 One of the most challenging tasks in the research design process is choosing the most appropriate data collection and analysis technique This Handbook provides a detailed introduction to five qualitative data collection and analysis techniques pertinent to exploring entrepreneurial phenomena Techniques for collecting and analysing data are rarely addressed in detail in published articles In addition the constant development of new tools and refinement of existing ones has meant that researchers often face a confusing range from which to choose The experienced and expert group of contributors to this book provide detailed practical accounts of how to conduct research employing focus groups critical incident technique repertory grids metaphors the constant comparative method and grounded theory This

Handbook will become the starting point for any research project Scholars new to entrepreneurship and doctoral students as well as established academics keen to extend their research scope will find this book an invaluable and timely resource

Entrepreneurship and SME Research Rik Donckels,Asko Miettinen,2019-05-29 First published in 1997 the authors of the present volume provide brand new insights and empirical findings in the field of entrepreneurship and small business research The writers have highlighted three different key themes entrepreneurship start ups and growth and internationalisation The priority of most countries is growth competitiveness and employment In this context the relevance of promoting the creation of new enterprises and understanding the very nature and development of newly created and existing SMEs is becoming more important today The role of entrepreneurship and SMEs for economic and social development welfare and well being is going to be emphasised more than ever before The same holds for research in these fascinating fields This book gives an idea of the state of the art for the time being with its increasing conceptual methodological and empirical complexity and diversity

*Reflections and Extensions on Key Papers of the First Twenty-Five Years of Advances* Jerome A. Katz,Andrew C. Corbett,2018-12-14 Written and edited by some of the world s leading entrepreneurship academics this anniversary volume showcases three of the most influential chapters from the series along with author reflections as well as new papers showing how these classic ideas connect and energize leading edge contemporary research in entrepreneurship and related fields

**Handbook of Research on Business Angels** Hans Landström,Colin Mason,2016-09-28 Business angels are recognized as playing a key role in financing the start up and early stages of new ventures However our knowledge of how business angels operate remains limited and highly fragmented This Handbook provides a synthesis of research on business angels It adopts an international perspective to reflect the spread of angel investing around the world The increasing number of government initiatives to promote angel investing is also reflected in the book with an assessment of the most common support schemes Adopting an international focus the expert group of contributors examine business angels themselves the evolution of the market the various stages of the investment process and the role of public policy in influencing angel investment They each conclude their chapters with an agenda for future research on business angels Students and scholars of entrepreneurship entrepreneurial finance and related subjects will find this book to be an invaluable resource for their work In particular they will benefit from the research agendas that conclude each chapter This Handbook will also be of interest to policy makers and other practitioners looking to enhance their understanding of the design and need for such interventions

**Contextual Heterogeneity in Entrepreneurship Research** Laveren, Eddy,Ben-Hafaïedh, Cyrine,Kurczewska, Agnieszka,Jiang, Yi D.,2021-09-07 This insightful book explores the importance and influence of contextual heterogeneity in the field of entrepreneurship research illuminating the circumstances conditions or environments that may enable or constrain entrepreneurship

**Handbook of Entrepreneurship Research** Sharon A. Alvarez,Rajshree R. Agarwal,Olav Sorenson,2006-03-30 early economic thinkers and

classic works such as Cantillon 1755 Knight 1921 and Kirzner 1973 The paper opens by explaining how uncertainty and thus entrepreneurship disappeared from microeconomic theory as it became increasingly formalized and stylized It then goes on to bring the entrepreneur and entrepreneurial decision making back into economic theory by focusing on the interrelationships among actors knowledge and perceived economic opportunities using a resource based framework The third paper in this section Chapter 4 is by Foss and Klein Entrepreneurship and the Economic Theory of the Firm Any Gains from Trade Foss and Klein strongly link theories of the firm to entrepreneurship arguing a fundamental and intrinsic connection between the two They like Mahoney and Michael explain how entrepreneurship became less important in economic models as the general equilibrium model became dominant Foss and Klein ask Does the entrepreneur need a firm They focus on the judgment of the entrepreneur and suggest that this judgment is exercised through asset ownership and starting a firm Foss and Klein further argue that it is through this notion of judgment that heterogeneous assets combine to meet future wants

*Handbook of Entrepreneurship Research* Zoltan J. Acs, David B. Audretsch, 2010-08-03 Interest in and attention to entrepreneurship has exploded in recent years Nevertheless much of the research and scholarship in entrepreneurship has remained elusive to academics policymakers and other researchers in large part because the field is informed by a broad spectrum of disciplines including management finance economics policy sociology and psychology often pursued in isolation from each other Since its original publication in 2003 the Handbook of Entrepreneurship Research has served as the definitive resource in the field bringing together contributions from leading scholars in these disciplines to present a holistic multi dimensional approach This new edition fully revised and updated and including several new chapters covers all of the primary topics in entrepreneurship including entrepreneurial behavior risk and opportunity recognition equity financing business culture and strategy innovation and the impact of entrepreneurship on economic growth and development Featuring an integrative introduction extensive literature reviews and reference lists the Handbook will continue to serve as a roadmap to the rapidly evolving and dynamic field of entrepreneurship

Entrepreneurship Research in Europe Odd Jarl Borch, Alain Fayolle, Elisabet Ljunggren, 2011-01-01 This topical book demonstrates the importance of entrepreneurship research at a time of turbulent environments as well as highlighting the most recent developments in the field

Handbook of Research in Entrepreneurship Education Alain Fayolle, 2007-01-01 The Handbook of Research in Entrepreneurship Education is well worth reading and both editions are excellent volumes for all of us involved and interested in the debate on how to bring entrepreneurship education forward and whether to create a distinctive domain of entrepreneurship studies Domingo Ribeiro Soriano Academy of Management Learning Education a commendable source of reference for entrepreneurship education researchers and practitioners alike and would make a worthy addition to a library's collection David Douglas International Journal of Entrepreneurial Behaviour and Research In this the second volume of the Handbook of Research in Entrepreneurship Education leading international scholars highlight the unique characteristics and

rich variety of research in entrepreneurship education They adopt several different perspectives focusing on key issues and significant developments in the field and highlighting emergent new insights The 35 contributors span 11 countries and three continents demonstrating not only the richness but also the complexity of the field in terms of culture geography and institutional ethical and political systems The Handbook is intended to collectively assist entrepreneurship educators in developing new programmes and pedagogical approaches that take into account the richness and diversity of these multiple perspectives Highlighting the unique characteristics of research in entrepreneurship education this Handbook will be of great interest to entrepreneurship researchers academics and students wishing to understand the unique notions of entrepreneurship education and entrepreneurial learning which are often quite distinct from current practical views The companion volume Handbook of Research in Entrepreneurship Education Volume 1 A General Perspective showcases the nature and benefits of the new wave in entrepreneurship education emerging as a result of revised academic programmes developed to reflect new forms of entrepreneurship

*Entrepreneurship Policy: Theory and Practice* Anders Lundstrom, Lois A. Stevenson, 2005-09-21 Entrepreneurship Policy Theory and Practice is the first book to fully analyze the construction of entrepreneurship policy a rapidly evolving area of policy about which little is known From a study and assessment of the practices of governments in thirteen countries in Europe North America and the Asia Pacific this book fully describes the policy area and shares new tools and methods for better understanding and explaining the why and how of an entrepreneurship policy approach Unlike other research in the field of entrepreneurship where implications from research findings are used to suggest what policy actions should be taken to increase the level of entrepreneurship in an economy this study is based on what entrepreneurship policy actions are being taken This is a unique book in the field which points to the way forward both for policymakers and for the research community in terms of thinking about entrepreneurship policy and the complex issues surrounding its development

International Handbook of Research on Indigenous Entrepreneurship L. -P. Dana, 2007 This book offers an original collection of international studies on indigenous entrepreneurship Through these specific lenses entrepreneurship greatly appears as a set of cultural values based behaviours Once more culture and human values are placed at the heart of entrepreneurship as an economic and social phenomenon Alain Fayolle EM Lyon and CERAG Laboratory France and Solvay Business School Belgium A must have for researchers of developmental economics as well as for entrepreneurship scholars this collection assembles studies of indigenous entrepreneurship from five continent

**Entrepreneurship in Europe (Routledge Revivals)** Robert Goffee, Richard Scase, 2015-06-11 The changing character of the economies in Eastern and Western Europe are leading more people to start their own businesses This volume first published in 1987 highlights the trends developing over the closing decades of the twentieth century Although business start up requires financial and marketing skills it also demands important psychological and sociological inputs On the basis of detailed accounts of the relevant social processes this volume describes the varied experiences of entrepreneurship as they



are emerging among various groups in both Eastern and Western Europe including the unemployed women ethnic minorities and others This book will be of interest to students of business studies and sociology **Journal of Small Business and Entrepreneurship** ,2006-01 **Challenging Entrepreneurship Research** Hans Landstrom,Annaleena Parhankangas,Alain Fayolle,Philippe Riot,2016-06-10 The growth of entrepreneurship research has been accompanied by an increased convergence and institutionalization of the field In many ways this is of course positive but it also represents how the field has become mainstream with the concomitant risk that individual scholars become embedded in a culture and incentive system that emphasizes and rewards incremental research questions while reducing the incentives for scholars to conduct challenging research This book challenges this status quo from accepted theories methodologies and paradigmatic assumptions to the relevance or lack of for contemporary practice and the impact of key journals on scholars directions in entrepreneurship research An invited selection of the younger generation of scholars within the field of entrepreneurship research adopt a critical and constructive posture on what has been achieved in entrepreneurship research the main assumptions which underly it but also open up new paths for creative entrepreneurship research in the future This is a must read for all scholars educators and advanced students in entrepreneurship research

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